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30th May, 2022

The Manager (Listing)
BSE Limited
1st Floor, New Trading Ring,
Rotunda Building, P.J. Towers,
Dalal Street,
Mumbai – 400 001

The Manager (Listing)
National Stock Exchange of India Limited
Exchange Plaza, C-1, Block G,
Bandra Kurla Complex,
Bandra (East)
Mumbai – 400 051

Scrip Code: 500201

Symbol: INDIAGLYCO

Dear Sirs,

Sub: Disclosure under Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 – Investor Presentation

Further to our letter dated 26th May, 2022 and pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, an investor presentation is attached for the information of the investors.

The same is also being hosted on the Company's website at www.indiaglycols.com.

This is for your information and records please.

Thanking you,

Yours truly,

For India Glycols Limited

Ankur Jain

Head (Legal) & Company Secretary

₩ Encl: A/a





Investor Presentation

Q4 & FY22

Safe Harbour Statement



This presentation and the following discussion may contain "forward looking statements" by India Glycols Limited ("IGL" or the company) that are not historical in nature. These forward looking statements, which may include statements relating to future results of operations, financial condition, business prospects, plans and objectives, are based on the current beliefs, assumptions, expectations, estimates, and projections of the management of IGL about the business, industry and markets in which IGL operates.

These statements are not guarantees of future performance, and are subject to known and unknown risks, uncertainties, and other factors, some of which are beyond IGL's control and difficult to predict, that could cause actual results, performance or achievements to differ materially from those in the forward looking statements. Such statements are not, and should not be construed, as a representation as to future performance or achievements of IGL.

In particular, such statements should not be regarded as a projection of future performance of IGL. It should be noted that the actual performance or achievements of IGL may vary significantly from such statements.



Performance Overview - FY22 vs FY21





6,623 Cr

122%

Net Turnover

3,104 Cr

1 3%

EBITDA

298 Cr

20%

EBIDTA Margin

9.6%

PAT

340 Cr

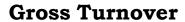
158%

Resilient performance in a challenging year

- Significant revenue and margin growth (recovery) particularly in the BSPC business
- 12 month vs 3 month of Bio-EOD business which was transferred to the IGL-Clariant JV on 30 Jun 2021
- Shutdown in December 2021
- Unprecedented feedstock and energy cost escalations

Performance Overview – Q4FY22 vs Q4FY21





1,494 Cr

18%

Net Turnover

642 Cr

34%

EBITDA

84 Cr

J 35%

EBIDTA Margin

13.4%

PAT

71 Cr

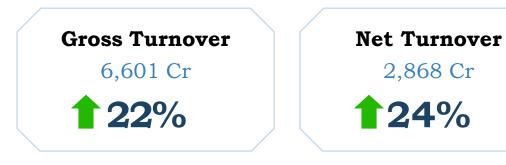
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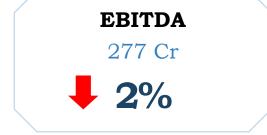
Impact

- EOD business transferred to JV
- Sharp escalation in Energy and Feedstock prices

Performance Overview - FY22 vs FY21 - Continued Business











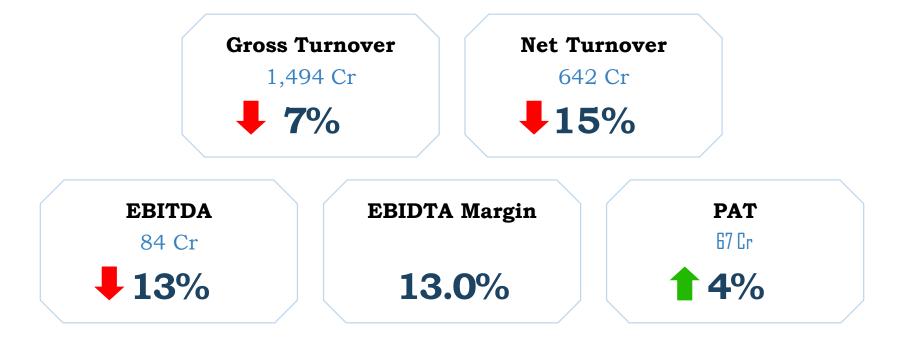
Health growth in all three segments in a challenging operating environment-BSPC, Potable Spirits, Ennature Biopharma

Combined effect of increase in feedstock and energy costs put pressure on operating margins. These margins are after the transfer of the EODs business to the JV.

Note: The EODs business is was part of IGL till June 2020-21 and is not a part of IGL reported results in Q4 FY 2021-22.

Performance Overview – Q4FY22 vs Q4FY21 – Continued Business





Slower growth in the fourth quarter, and impact of Covid, increased feedstock and energy costs impacted operating margin as well as sales. Healthy margins despite EOD business being moved to JV

Note: The EODs business is was part of IGL in Q3 FY 2020-21 and is not a part of IGL reported results in Q3 FY 2021-22.

Highlights – FY 2021-22



JV formed with Clariant for the Bio based EOD business effective 30 Jun 2021. Transition completed as per plan and JV functioning well.

Global ICIS Award for Sustainability with together with Unilever and Lanzatech

Unprecedented escalation in Feedstock and Energy prices putting substantial pressure on margins across segments

Grain based bio-ethanol – being commissioned.

New Specialities Unit - Phase 1 Capex approved

Setting up new R&D Centre in progress – DSIR recognized

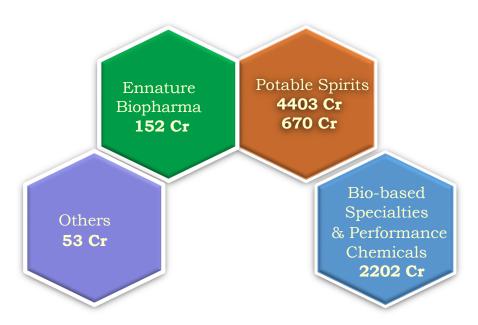
Ennature Biopharma

- Nicotine capacity expansion from 60 to 100 TPM
- 1st CEP (Certificate of EU Pharmacopeia) for API Thiocolchicoside

Ind-Ra has upgraded company's long term rating to A with stable outlook.

Excellent bounce back by Bio-based Specialities and Performance Chemicals both in terms of Sales as well as EBIDTA





Business Segment Highlights





Bio-based Specialities and Performance Chemicals

Excellent bounce back in sales and margins

Pressure from sharp increase in ethanol and energy costs

Growth in Bio-MEG with new customers

Excellent growth in Green Solvents and Bio-Polymers

NSU Phase 1 – investment approved.

Grain based Bio Fuel & Ethanol project in progress

Potable Spirits

Healthy sales growth, margins impacted due to sharp escalation in ENA costs

Leadership position in branded CL maintained in UP and Uttarakhand

Growth opportunity in Delhi with new Policy

New Launches in IMFL – Amazing Vodka, Single Reserva Whiskey

Tejas Gold with sweet mango flavor launched in branded CL – first of kind

Grain ENA will improve costs and options

Ennature Biopharma

Moderate growth, margins under pressure in some exports

Focus on diversification - reduced dependence on Thiocolchicoside while maintaining market share

Nicotine capacity doubled

Obtained CEP (Certificate of EU Pharmacopeia) for Thiocolchicoside

Challenging Operating Environment



- ☐ High degree of uncertainty in the macros economic environment
- ☐ Covid Impact continues in global and domestic market
- ☐ Unprecedented increase in input costs faced by industry, our suppliers, customers
 - Sharp increase in feedstock prices e.g. Ethanol
 - o Drastic increase in energy costs e.g. Coal, Husk
 - o Unprecedented increase in freight costs
- ☐ Increasing thrust on sustainability by governments as well as industry opportunities & challenges of green transition
- ☐ Demand for our products which cater to growth markets will continue to grow over the years



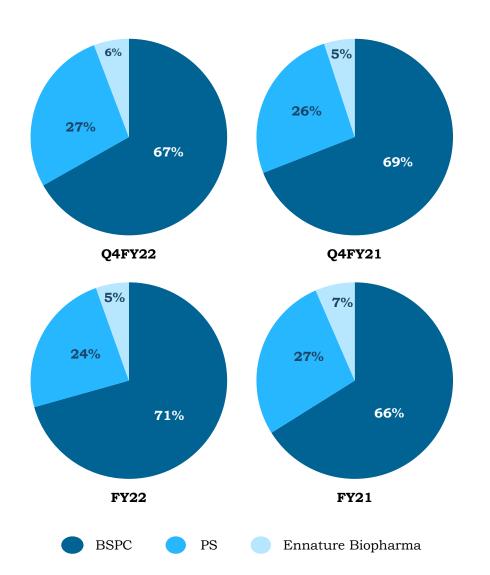
Financial Summary - Consolidated



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Particulars (In INR Cr)	Q4FY22	Q4FY21	Y-o-Y (%)	Q3FY22	Q-o-Q (%)	FY22	FY21	Y-o-Y (%)		
Revenue from operations (net of excise)	642	752	(14.6%)	795	(19.2%)	2,868	2,317	23.8%		
Other Income	5	10	(52.6%)	7	(31.4%)	22	15	41.2%		
Total Income	647	762	(15.1%)	802	(19.3%)	2,890	2,332	23.9%		
Cost of Material Consumed	362	541	(33.1%)	567	(36.1%)	1,921	1,499	28.2%		
% of Sales	56.0%	71.0%	(1,504 bps)	70.7%	(1,470 bps)	66.5%	64.3%	221 bps		
Employee Benefit Expenses	15	16	(3.7%)	24	(37.2%)	89	83	7.0%		
% of Sales	2.3%	2.1%	28 bps	3.0%	(66 bps)	3.1%	3.6%	(49 bps)		
Other Expenses	185	108	71.2%	149	24.4%	603	466	29.2%		
% of Sales	28.6%	14.2%	1,443 bps	18.6%	1,005 bps	20.8%	20.0%	85 bps		
EBITDA	84	97	(12.8%)	62	36.2%	277	283	(2.3%)		
EBITDA Margin	13.0%	12.7%	33 bps	7.7 %	531 bps	9.6%	12.1%	(257 bps)		
Depreciation	21	21	(2.0%)	20	3.1%	80	80	0.0%		
EBIT	64	76	(15.8%)	42	51.9%	196	203	(3.2%)		
Finance Cost	18	21	(12.9%)	17	8.3%	70	83	(16.5%)		
Exceptional Items	(19)	-	-	0	-	221	0	-		
Share of net profit / (loss) of joint venture	5	1	365.4%	7	(28.9%)	21	1	2800.0%		
PBT	32	56	(42.9%)	31	2.6%	369	120	206.7%		
Tax Expenses	(35)	(9)	294.4%	7	-	39	11	249.6%		
Profit / (Loss) after tax from continuing operations	67	65	3.7%	24	179.5%	330	109	202.3%		
Profit / (Loss) after tax from discontinued operations	-	6		0	-	10	22	(54.2%)		
Profit / (Loss) for the period	67	71	(5.5%)	24	179.5%	340	131	158.6%		
PAT Margin for continued operations	10.4%	8.5%	188 bps	3.0%	737 bps	11.4%	4.7%	673 bps		
EPS for continued operations	21.7	22.9	(5.5%)	7.75	179.6%	109.8	42.5	158.2%		

Segment Performance - Consolidated





(In INR Cr)	Q4FY22 Q4FY21 % Change FY		FY22	FY21	% YoY	
Bio-based Specialities and Performance Chemicals (BSPC)						
Net Revenue	429	520	(17.3%)	2,026	1,532	32.3%
EBIT	43	46	(5.3%)	121	66	82.2%
% margin	10.1%	8.8%	128 bps	6.0%	4.3%	163 bps
		Pota	ble Spirits (P	S)		
Net Revenue	176	195	(9.6%)	686	635	8.1%
EBIT	23	39	(42.2%)	90	154	(41.6%)
% margin	12.9%	20.2%	(727 bps)	13.1%	24.2%	(1,114 bps)
	Ennature Biopharma					
Net Revenue	37	38	(2.1%)	156	151	3.7%
EBIT	10	12	(14.8%)	39	51	(23.2%)
% margin	27.3%	31.4%	(406 bps)	25.3%	34.1%	(885 bps)



IGL at a Glance





Go Green

1st in the world to use Innovative Green Technologies to manufacture bio-based ethylene oxide & derivatives, glycols, glycol ethers and specialties.



Diversified product portfolio with inherent synergies

Bio-based Specialties, Bio-Polymers, Potable Spirits, Gases, Biofuels, Plant based APIs & Nutraceuticals, CarbonSmart range etc.



Global Standards

Compliance with stringent global standards of plant operations, quality and safety.



State-of-the-art manufacturing facilities

Integrated manufacturing facilities located at Kashipur, Gorakhpur and Dehradun, have been approved and certified by international agencies



Global customer & partnerships with reputed global companies

Work closely with global customers in the various industries; catering to high value-added green market constituting multinationals & large corporates

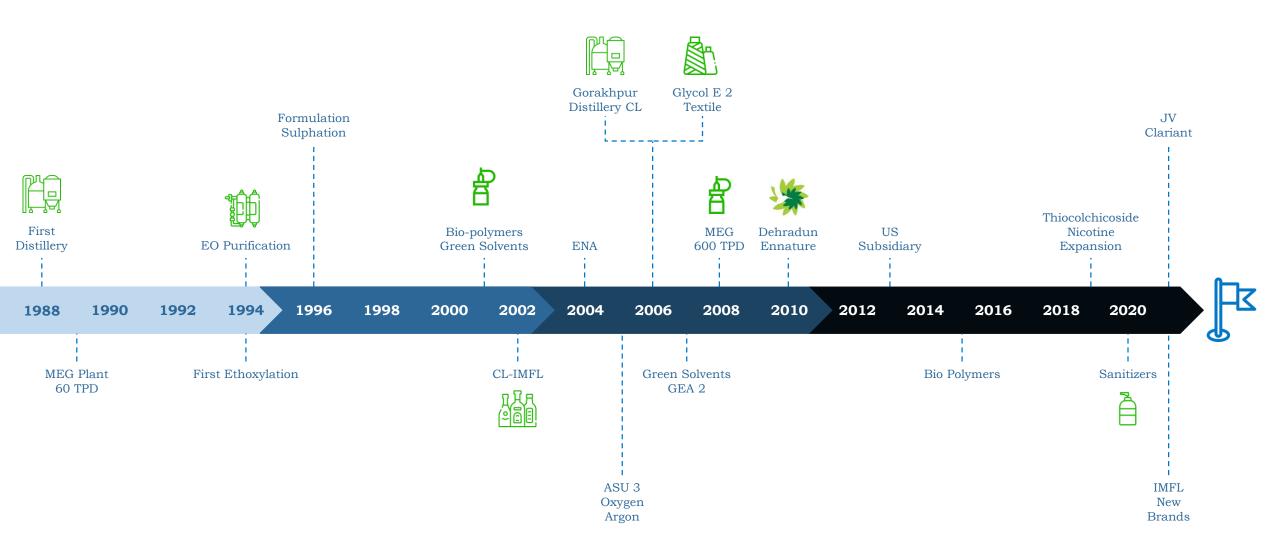


Strengthening Balance sheet

Gearing declined to 0.3x in FY22 from 0.8x in FY20

Amongst world's leading companies manufacturing green technology based bulk, specialty and performance chemicals, potable spirits, industrial and nutraceuticals





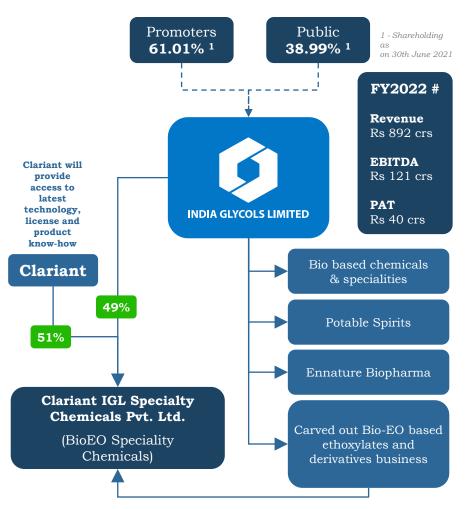
Portfolio Leading in Bio-based Ingredients and Performance Chemicals



Segments	Bio-based Specialities And Performance Chemicals (BSPC)	Potable Spirits (PS)	Ennature Biopharma
Revenue Mix (Consol. FY22)	Net revenue share : 71%	Net revenue share : 24%	Net revenue share : 5%
Products	 Bio-based Glycols (MEG, DEG, TEG and Heavy Glycols), Glycol Ethers & Acetates Ethylene Oxide Derivatives (EODs) (transferred to a JV company) Bio Fuel, Bio Polymers, Industrial Gases, Bio-Polymers Alcohol-based Hand Sanitizers New Areas – Bio-fuels, Bio-FMCG, CarbonSmart and Bio-Fertilizers 	 Indian-manufactured foreign liquor (IMFL) Branded Country Liquor Extra Neutral Alcohol (ENA) 	 Plant based natural APIs Nutraceuticals Liquid Nicotine & various salts Carotenoids
Applications	 Food and Beverage, FMCG Health Care & Personal Care Paint, Coatings, Home Care Automotive sector Oil & gas, Metal and mining Textiles 	 Beverages, Perfumery, Pharma, Personal Hygiene Lifestyle Retail 	 Pharmaceutical Personal Care Food colours, herbal and spice extracts Beverage, dietary supplement, functional food

JV with Clariant: Leaders in in bio-based ethoxylates and derivatives





To support manufacturing, IGL has agreed to a long-term supply agreement for ethylene oxide made from bio-ethanol and certain utilities

• Subject to adjustment in accordance with the Business Transfer Agreement # Figures from 1 July 2021 to 31 March 2022



Combining production and distribution capacity,

the joint venture is expected to become a leading supplier of renewable materials to the rapidly growing consumer care market in India and neighbouring countries



Production facilities in India to supply to local and global markets, thus one of the largest Green focused speciality chemicals (EO Derivative) company



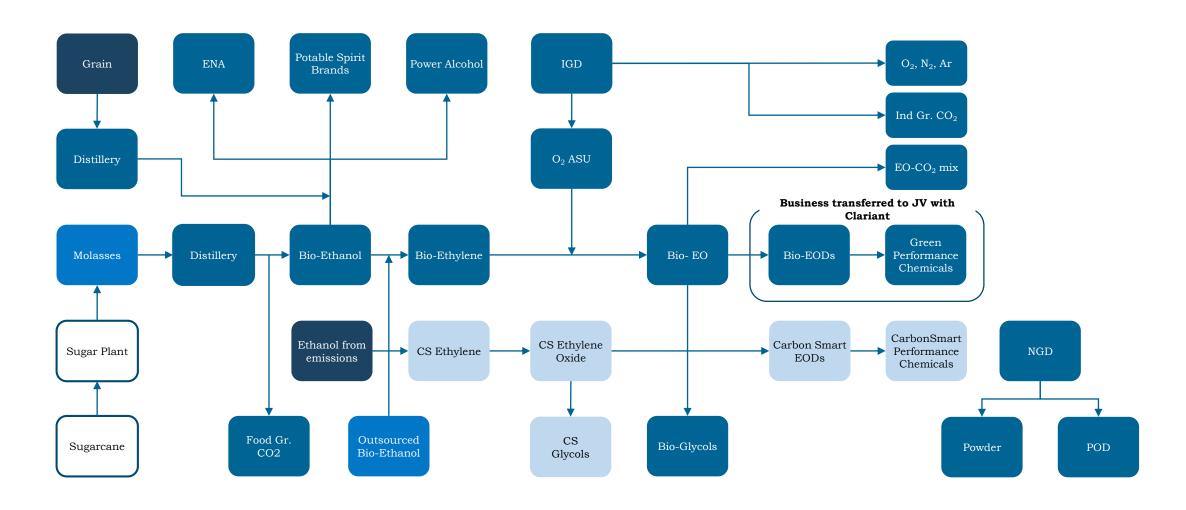
Promote new age value added products such as EO-PO co-polymers and other speciality alkoxylates through sustainable green chemistry in the domestic market while expanding footprint in global markets



Exclusive rights to distribute Clariant's entire range of industrial and consumer Specialities business in India, Sri Lanka, Bangladesh and Nepal

Leveraging synergies to create value-integrated manufacturing for bio-based products





Manufacturing Capabilities





Gorakhpur

56-acre state of art distillation and bottling complex

Dehradun

160,000 sq. feet state of art facility

Fermentation – Molasses and Grain Based Ethanol Distillation, Extra Purification Bio Fuels

Ethylene Oxide, High purity EO Glycols (MEG, DEG, TEG and derivatives) Green solvents based on Glycol Ethers and Glycol Ether Acetates Specialities and Performance Chemicals

Branded CL Bottling Bacardi Beverages Bottling IMFL

Capabilities

Industrial Gases - Oxygen, Nitrogen, Argon, CO2

Fermentation

Ethanol Distillation

Ethanol Extra Purification

Ethanol Bio Fuel Grade

CL Bottling

IMFL bottling Tetra

IMFL Glass bottling

High Purity Extraction

SCFE (Super Critical CO2)

Solvent Extraction

Aqueous Extraction

Bio Fermentation

R&D: Creating value through New Product Development; focus on Green Chemistry



Focus on NPD, designing products for the future in collaboration with our reputed customers DSIR Recognized R&D at Dehradun and Kashipur 3 Exploiting available feed stocks of Bio-Alcohol, Smart Alcohol, Ethylene Oxide, Carbon dioxide etc. 4 Green Chemistry, renewable resources state-of-art of Processes & Performance-Oriented products Green Solvents for Industrial and household Basic building blocks from renewable resources; applications; replacing chlorinated low carbon footprint, saving GHG emissions Hydrocarbons Green Brake-fluids, Antifreeze agents and Smart Specialty Chemicals including from Lubricants; replacing Petroleum derived smart alcohol; alternatives of ingredients from products petrochemicals Green FMCG products; completely biodegradable and environment-friendly Bio-based Specialties for Health & Personal Care Products; Environment-friendly and Ennature R&D focussed of diverse requirements consumer friendly for plant based APIs and Nutraceuticals -Bio-Polymers and Hydrocolloids for high-end patents for Lutein ester extraction applications; for example, Guar



Bio-based Specialities and Performance Chemicals (BSPC)



First in the world to manufacture ethylene oxide and glycols from bio-based feedstocks e.g. Molasses, Grain
Largest manufacturer of Bio-based glycols and Bio-based Ethylene Oxide made from renewable feedstock i.e. Molasses
Products for a number of end market areas – Automotive, Paints & Coatings, Oil & Gas, Personal Care, Home Care, Textiles, Food etc.
Bio Fuels – Special Grade of Ethanol for petrol blending
Glycol ethers and acetates: Only manufacturer in India to use a continuous process with world-renowned 'Sulzer Chemtech' technology. Reliable supply; integration of its captive feedstock of ethylene oxide and ethyl alcohol
Industrial Gases: Cryogenic gases using pioneering air separation technology - Liquid Oxygen and Liquid Nitrogen for captive and external requirements. In addition, Argon, Beverage and Industrial Grade Liquid Carbon Di-oxide (LCO2), ETO (Ethylene Oxide & Carbon Dioxide Gas Mixtures) are produced
Manufacturing of Biopolymers other hydrocolloids products with specialty PO derivatized guar

Potable Spirits



License for operations and sale of Country Liquor in the States of Uttar Pradesh and Uttarakhand. Also operates and sells Indian Made Foreign Liquor ("IMFL") from its own unit and few tie-up units
Company brands are available in the states of Uttarakhand, Uttar Pradesh, Delhi and Himachal Pradesh
Several IMLF brands launched in FY 2021-22 – Amazing Vodka, Single Reserva Whiskey.
Registered supplier to Indian Defense forces through CSD, continuing brand premiumisation plan, will endeavor to introduce premium brands
Extra Neutral Alcohol (ENA), confirming to international standards; exported to Middle East, Africa and Sri Lanka, apart from being supplied to many of India's premium liquor brands.
ENA is also used as a reaction aid in the pharmaceutical industry and as a volatile carrier of flavours and fragrances
Tie-up with Bacardi for bottling of their products at the Kashipur bottling unit
Continuing brand premiumisation plan to introduce premium brands in Whisky and Vodka categories will further strengthening the Company's brand portfolio
Grain based ethanol will help push up PS segment margins and also help drive sales through improved competitiveness

Figures mentioned in FY20 and FY21 are after taking into consideration the effect of transfer of Ethylene Oxide Derivatives (EOD/Speciality Chemicals & Ethoxylate) division to JV

Ennature Biopharma



Operates in the space of Nutraceuticals, Phytochemicals & health supplement ingredients. One of the leaders in Complex phytochemicals chemistry in India
Global leader in Thiocolchicoside, a highly potent muscle relaxant API
Advanced production capabilities, including organic certified Fluid extraction & ethanol (solvent) extraction, for production of Standardized Botanical Extract, Phytochemicals, Food Supplements, Spice Extracts and Active Pharmaceuticals Ingredients (API) of natural plant origin
Ennature maintains germ plasm for herbs like artemisia, stevia, rosemary, marigold and sage among others, in ~100 acres; maintained under experienced agronomists. These are transferred to farmers who have contract cultivation agreements with IGL for buy-back
Successful products in the recent past include Liquid Nicotine & various salts, for cigarette replacement therapy. Additionally, the Company has developed molecule Asiaticoside/ Madecassosides apart from existing Centella Asiatica for skin repair
Also launched Maxicuma (a curcumin formulation) in nanotized form which is more bioavailable than curcumin itself
New APIs to be launched – Ex: Hyoscine butyl bromide processed from dubosia leaves, used to treat crampy abdominal pain, esophageal spasms, renal colic, and bladder spasms

IGL - Catering to diverse end markets



- Glycols are used for the manufacture of polyester yarn, fibre, film and resin and as an automobile coolant
- Bio-glycols cater to the beverage and food industry's packaging requirement of PET bottles and polyester film
- Ethyl / Butyl glycol ethers and its acetates, find application in the Textile, Oil & Gas, Paint and Coating, Automotive brake fluid, Pharma and Electronic Chemical industries
- **Performance chemicals** in automotive sector include brake fluid and anti-freeze coolant. Other areas are Textile, Agrochemicals, Paint, Oil & Gas, Personal Care, Detergents, Paper, Mining etc.
- Power Alcohol is used by Oil Manufacturing Companies ('OMC's) for blending in Petrol as per Govt. Policy
- ENA Extra Neutral Alcohol is high purity ethanol which is used in Beverages, Perfumery, Pharma, Personal Hygiene
- **Industrial Gases** have a wide range of use across chemical processing, Glass manufacturing, Healthcare, Metal fabrication/ production, Steel, Petroleum recovery and refining, Pulp & paper, Wastewater treatment, Electronics, Lighting, Construction, Food industry
- Liquid CO2 is used in Food Industry (Carbonation of beer and soft drinks, Food Preservation & Transportation, Dry Ice), Manufacturing industry (CO2 welding, Foundries, Fire Extinguishers), Agriculture (Green houses, Grain silos)
- ETO is used in Sterilization of disposable medical devices, and other sterilization uses
- Food Quality Natural Gum has application in Frozen Foods, Ice-Cream, Bakeries, Beverages & Sauces
- Industrial Quality Natural Gum is used in Personal Care, Mining, Paper, Construction, Paint, Textile industries and Oil & Gas applications

Growth Drivers



High prospects of growth of industry sectors being serviced by IGL – Personal Care, Automotive, Packaging, Beverages, Oil & Gas, Home Care Pharma, Nutraceuticals etc, Textiles – most expected to grow at near double digit or more
Increasing consumer awareness and demand for sustainable products
Companies taking steps to significantly decrease carbon footprint in line with USDG targets
Growing demand for natural and safer products in pharma, nutraceuticals, cosmeceuticals, food ingredients
IGL is ideally placed to seize the opportunity arising out the increasing demand for ingredients derived from renewable resources and CarbonSmart feed stocks; alternatives to ingredients derived from fossil fuels
State-of-the-art of technology adopted to produce specialty chemicals of global quality standards
Regular R&D and innovation support for products as well as their applications
IGL has established itself as a reliable partner for its customers, with high degree of sustainability
Collaborative R&D tie-ups with leading global players for forward and backward integration of products
Success stories of IGL from the experiences so far will serve as the key driver of growth

Growth of Bio-EOD from JV will be a major contributor

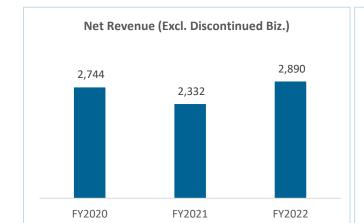
Opportunities in novel Specialities based on green technology

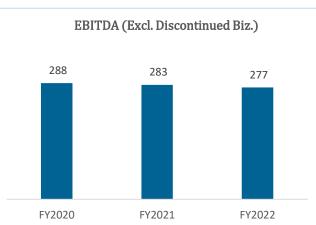


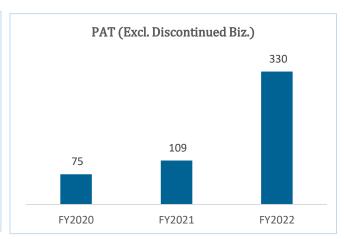
5-year Financial Trajectory - Consolidated

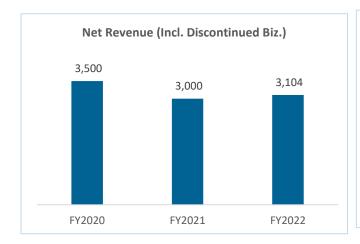


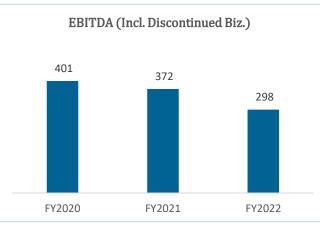
In INR Cr

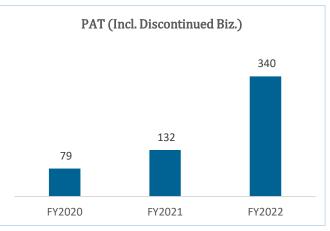








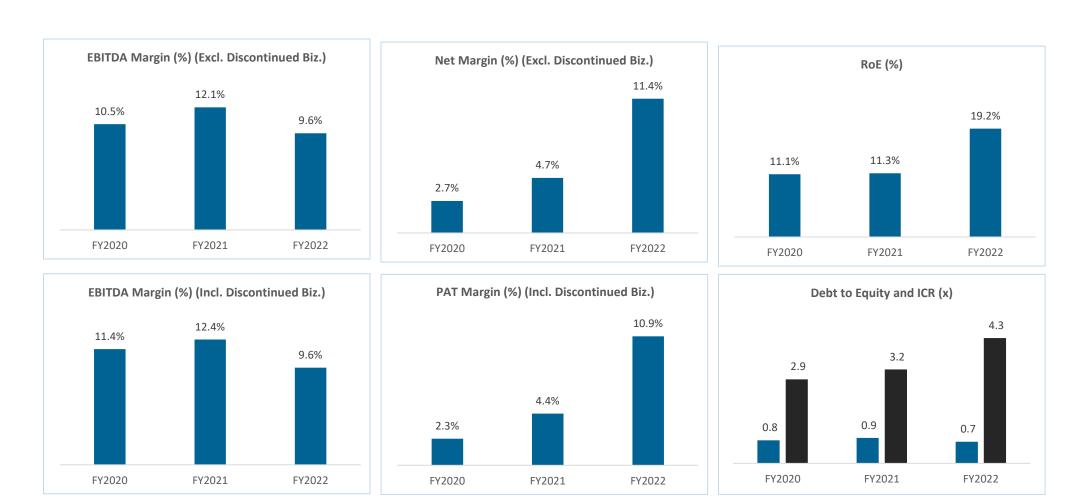




The difference between excluding and excluding discontinued business is Ethylene Oxide Derivatives business (EOD/Speciality Chemicals & Ethoxylate) transferred to JV

5-year Financial Trajectory - Consolidated





RoE showing is inclusive and excluding discontinued business i.e. Ethylene Oxide Derivatives business (EOD/Speciality Chemicals & Ethoxylate) transferred to JV



Sustainability, ESG

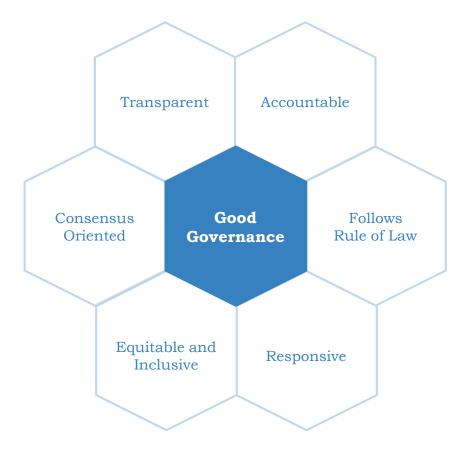


Environment Stewardship

- World's first and largest producer of Bio-Based EO and its derivatives
- Next Generation CarbonSmart products from emissions (fossil carbon) collaboration with LanzaTech & consumer majors like Unilever and Lululemon
- Environment conservation by adopting best practices & Zero Liquid Discharge plants
- Ennature Bio-Pharma High purity plant-based APIs and Nutraceuticals and Cosmeceuticals
- GHG emissions monitoring as per GHG Protocol along with Life Cycle Impact Assessment of products in respect to various environment aspects

Social Accountability

- · Social criteria in consideration of company's relation with stakeholders and their issues
- Commitment towards Diversity, Human Rights & Grievances
- · Zero tolerance towards Child Labour, Bonded Labour and Discrimination in any form
- · High Standards and occupational health and safety and maintaining conducive environment
- Commitment to community and employee welfare



Management & Ethical System Certifications - sustaining for over a decade



























Thank you

